

IRON AGE

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METALS PRODUCER

**STEEL'S STORM:
HOW MUCH
LONGER**

**What's New
in Ladle Refractories**

INTERVIEW

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Steel marketing:
Efforts to get closer
to customers are
changing the way
companies market
their products.

Special Feature-P.16



Wider distribution is one way to win customers.

STEEL BY GEORGE

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without imports?**

EDITORIAL

**P.5—You could do better
just flipping a coin.**

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STEEL MARKETING

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MATERIALS PRICES

PRICE & PRODUCTION DATA

(Effective June 1, 1987)

Steel production by districts, thousands of tons
(000 omitted)

	Last Week	Two Weeks Ago	Month Ago	Year Ago
Northeast Coast	240	234	245	173
Pittsburgh	183	183	192	232
Youngstown	113	112	122	103
Lake Erie	134	135	137	115
Detroit	156	161	155	157
Chicago	443	446	493	470
Midwest	193	186	207	166
Southern	185	184	192	201
Western	53	52	56	86
U.S. Production	1,700	1,693	1,799	1,703

Source: American Iron & Steel Institute

Lake Superior Ore Prices

\$1.50% Fe Natural delivered lower Lake ports unless otherwise stated. Rail transportation, handling and unloading may be charged to buyer. Coarse ore 80% premium.

Pellets (per iron unit natural).....	gross-ton 58.0*
Pellets (per iron unit natural).....	gross-ton 59.4**
Pellets (per iron unit natural).....	gross-ton 72.45-86.9***
Mesabi, regular-unscreened.....	gross-ton 32.53
Mesabi, non-bessemer.....	gross-ton 30.03-31.53

*58.0%—Mineral Services, Inc. as of 8/13/85. **59.4%—Inland Steel Mining, T. 1, 85 and Pekandi Mather, 8/1/85, delivered hold of vessel, upper Lake ports. ***72.45%—Cleveland Cliffs as of 12/30/86. 72.5%—U.S. Steel as of 8/16/85. 86.9%—Ogebov Norton 3/25/82. Hanna Mining 2/26/82.

NONFERROUS PRICES

(Effective June 1, 1987) Prices obtained in trade based on representative tonnages per gross-ton delivered to consumer unless otherwise stated.

Primary Metal Prices

(cents per lb.)	current price	last price	date of change
Aluminum (LME)	63.50	63.00	6/1/87
Copper (C)	70.00	71.00	5/29/87
Lead	37.00	35.00	5/26/87
Magnesium Ingot	153.00	148.00	12/9/85
Nickel (LME)	197.00	193.00	6/1/87
Zinc	45.00	44.50	5/11/87

ALUMINUM: Avg. for last week & previous week. COPPER (C): cathode. LEAD: common grade. MAGNESIUM: 99.8% pig delivered. NICKEL: Avg. for last week & previous week. ZINC: high grade.

Antimony, American Laredo, Texas.....	\$2.00
Beryllium-aluminum 5% Be, per lb. contained Be.....	\$248.00
Beryllium-copper, per lb. cont. Be.....	\$152.00
Beryllium 97% powder 200.....	\$196.00
Cadmium, ton lots.....	\$1.50
Calcium, ton lots, crown.....	\$3.92
Chromium, 99.5% electro.....	\$4.62
Cobalt, 99%, cathode.....	\$12.50
Gold, per tray oz.....	\$451.00
Indium, per tray oz.....	\$6.50
Indium, per tray oz.....	\$406.00
Magnesium sticks, 10,000 lbs.....	\$2.12
Mercury, per 76-lb. f.o.b. N.Y.....	\$290.00-310.00
Molybdenum, lb. tech. moly oxides, 20 lb. MO can.....	\$3.45
Palladium, per tray oz.....	\$150.00
Platinum, per tray oz.....	\$617.00

STEEL PRODUCTION, COMPOSITE PRICES

(Effective June 1, 1987)

U.S. Steel Production

	Last Week	Two Weeks Ago	To Date 1986	To Date 1985
Net tons, in thousands	1,700	1,693	34,477	37,884
Capability Utilization Rate	79.0	78.7	74.7	71.7

Composite Prices

	This Week	Week Ago	Month Ago	Year Ago
Finished Steel Base* (¢/lb.—eff. 1/4/87)	25.236	25.236	25.236	24.850
Pig Iron** (Net ton= 2000 lbs.)	\$213.00	\$213.00	\$213.00	\$213.00
Scrap No. 1 hvy*** (Gross ton=2240 lbs.)	\$ 77.17	\$ 75.83	\$ 73.50	\$ 70.83
No. 2 bundles	\$ 52.17	\$ 51.17	\$ 50.83	\$ 51.50

Scrap Comparison (Gross Ton)

No. 1 steel, Pittsburgh.....	\$ 82.50	\$ 79.50	\$ 79.50	\$ 69.50
No. 1 steel, Philadelphia.....	71.50	70.50	68.50	71.50
No. 1 steel, Chicago.....	77.50	77.50	72.50	71.50
No. 1 bundles, Detroit.....	90.50	78.50	78.50	57.50
Low Phos., Youngstown.....	87.50	79.50	79.50	68.50
No. 1 mach'y cast., Pgh.....	81.50	81.50	81.50	73.50
No. 1 mach'y cast., Phila.....	93.50	93.50	93.50	93.50
No. 1 mach'y cast., Chi.....	101.50	96.50	93.50	105.50

*Finished Steel Composite: Weighted index of steel bars, shapes, plates, wire, rails, black pipe, hot and cold rolled sheets and strips.

**Pig Iron Composite: Based on average prices for basic and foundry pig iron or representative producing plants within the U.S.

***Steel Scrap Composite: Average of No. 1 hvy melting steel scrap and No. 2 bundles delivered to consumers at Pittsburgh, Philadelphia and Chicago.

Rhodium, per tray oz.....	\$1,273.00
Silver ingots, per tray oz.....	\$7.61
Titanium sponge, melt grade.....	\$340.3-55
Tungsten powder, hyd red.....	\$953.9-85
Vanadium.....	\$6.00
Zirconium sponge.....	\$11.20-17.00

(Per lb. unless otherwise noted)

Straits Tin Price

(U.S. cents per lb. EX-SMELTER based on daily market in Kuala Lumpur in Malaysian dollars per kilo.)

May 25—299.00	May 28—302.00
May 26—299.00	May 29—Holiday
May 27—299.00	

Scrap Prices

Brass Mill Scrap

(Cents per lb. over 20,000 lbs. add 1¢ per lb.)

	Solids	Turnings
Copper.....	57	52
Yellow brass.....	50½	49½
Red brass.....	51½	47½
Comm. bronze.....	53	48
Mang. bronze.....	40	39
Free cutting rod ends.....	49½	48½

Custom Smelters Scrap

(Cents per lb. carload lots, del. refinery)

No. 1 copper wire.....	56
No. 2 copper wire.....	47
Light copper.....	41

Ingot Makers Scrap

(Cents per lb. carload lots, del. refinery)

No. 1 copper wire.....	50
No. 2 copper wire.....	42
Light copper.....	35
No. 1 composition.....	43
No. 1 comp. turnings.....	43
Hvy. yellow brass solids.....	31
Hvy. yellow brass turnings.....	25
Radiators.....	29

Aluminum		
New mixed clips.....	42	— 43
Old sheet.....	36	— 37
Old cast.....	36	— 37
Clean dry borings.....	37	— 38

Dealers' Scrap

(Dealers' buying price f.o.b. New York in cents per pound)

Aluminum

Segregated clippings.....	37	— 38
Mixed L.C. clips.....	36	— 37
Old sheets and cast.....	30	— 31
Borings and turnings.....	25	— 26
Duraluminum clippings.....	30	— 31

Copper and Brass

No. 1 copper wire.....	46	— 49
No. 2 copper wire.....	37	— 38
Light copper.....	34	— 35
Radiators.....	24	— 25
No. 1 composition.....	38	— 39
No. 1 composition turnings.....	36	— 37
Cocks and faucets.....	32	— 33
Clean heavy yellow brass.....	28	— 30
Brass pipe.....	31	— 33
New soft brass clippings.....	42	— 43

Lead

Heavy soft lead.....	13	— 14
Whole batteries.....	1	— 2
Type metal.....	22	— 23
Electrotype.....	15	— 16

Nickel

Nickel solids.....	122	— 132
Nickel rod ends.....	130	— 140
Nickel sheets, clips.....	130	— 140
Nickel turnings.....	28	— 38

Zinc

New zinc clippings.....	16	— 17
Old diecast zinc.....	12	— 13

MATERIALS PRICES

EFFECTIVE JUNE 1, 1987

(Effective June 1, 1987) Prices obtained in trade based on representative tonnage per gross ton delivered to consumer unless otherwise stated. Prices are the options of Iron Age editors and correspondents, based on contracts with dealers, brokers, generators and users in the industry on the effective date listed above.

Ferrous Scrap Prices

Pittsburgh

No. 1 hvy melting	\$ 82.00 to	\$ 83.00
No. 2 hvy melting	72.00 to	73.00
No. 1 dealer bundles	114.00 to	115.00
No. 1 factory bundles (auto)	118.00 to	119.00
No. 2 bundles	48.00 to	49.00
No. 1 busheling	107.00 to	108.00
Machine shop turnings	10.00 to	11.00
Shoveling turnings	46.00 to	47.00
Cast iron borings	43.00 to	44.00
Low phos punchings plate	119.00 to	120.00
Heavy turnings	72.00 to	73.00
No. 1 RR hvy melting	92.00 to	93.00
Rails, 2 ft and under	104.00 to	105.00
Scrap rails, random lgth	88.00 to	89.00
RR specialties	105.00 to	106.00
No. 1 machinery cast	81.00 to	82.00
Cupola cast	71.00 to	72.00
Heavy breakable cast	30.00 to	31.00
Stainless		
18-8 bundles and solids	550.00 to	560.00
18-8 turnings	450.00 to	460.00

Chicago

No. 1 hvy melting	\$ 77.00 to	\$ 78.00
No. 2 hvy melting	73.00 to	74.00
No. 1 dealer bundles	105.00 to	106.00
No. 1 factory bundles (auto)	104.00 to	105.00
No. 2 dealer bundles	64.00 to	65.00
No. 1 busheling	94.00 to	95.00
Shredder scrap	87.00 to	88.00
Machine shop turnings	22.00 to	23.00
Mixed borings and turnings	15.00 to	16.00
Shoveling turnings	25.00 to	26.00
Cast iron borings	40.00 to	41.00
Low phos. large crop	104.00 to	105.00
Low phos. punchings plate		
1/4 in. and heavier	119.00 to	120.00
Low phos. 2 ft and under	114.00 to	115.00
No. 1 RR hvy melting	94.00 to	95.00
Scrap rails, random lgth	84.00 to	85.00
Rerolling rails	101.00 to	102.00
Rails, 2 ft and under	98.00 to	99.00
RR couplers and knuckles	89.00 to	90.00
RR car axles	117.00 to	118.00
No. 1 machinery cast	101.00 to	102.00
Stove plate	88.00 to	89.00
Steel coil wheels	100.00 to	101.00
Steel coil	107.00 to	108.00
Stainless		
18-8 bundles and solids	500.00 to	510.00
18-8 turnings	370.00 to	380.00
430 bundles and solids	140.00 to	150.00
430 turnings	85.00 to	95.00

Philadelphia

No. 1 hvy melting	\$ 70.00 to	\$ 73.00
No. 2 hvy melting	62.00 to	65.00
No. 1 dealer bundles	92.00 to	95.00
No. 2 dealer bundles	42.00 to	45.00
No. 1 busheling	90.00 to	93.00
Shredder scrap	86.00 to	89.00
Machine shop turnings	24.00 to	27.00
Mixed borings and turnings	24.00 to	27.00
Shoveling turnings	35.00 to	38.00
Low phos. 5 ft and under	80.00 to	83.00
Low phos. 2 ft punchings	96.00 to	99.00
Electric furnace bundles	105.00 to	108.00
RR specialties	80.00 to	83.00
Rails, 2 ft and under	96.00 to	99.00
Cupola cast	78.00 to	81.00
Heavy breakable cast	52.00 to	55.00
No. 1 machinery cast	92.00 to	95.00

Detroit

Brokers buying prices per gross ton on cars		
No. 1 hvy melting	\$ 53.00 to	\$ 54.00
No. 2 hvy melting	51.00 to	52.00
No. 1 dealer bundles	90.00 to	91.00
No. 2 bundles	38.00 to	39.00
No. 1 busheling	88.00 to	89.00
Drop forge flashings	53.00 to	54.00
Machine shop turnings	21.00 to	22.00
Mixed borings and turnings	7.00 to	8.00
Shoveling turnings	21.00 to	22.00
Cast iron borings	22.00 to	23.00
Heavy breakable cast	33.00 to	34.00
Mixed cupola cast	48.00 to	49.00
Automobile cast	72.00 to	73.00
Stainless		
18-8 bundles and solids	490.00 to	500.00
18-8 turnings	290.00 to	300.00
430 bundles and solids	115.00 to	125.00

Youngstown

Brokers buying prices per gross ton on cars		
No. 1 hvy melting	\$ 70.00 to	\$ 71.00
No. 2 hvy melting	67.00 to	68.00
No. 1 dealer bundles	96.00 to	97.00
No. 2 dealer bundles	41.00 to	42.00
Machine shop turnings	18.00 to	19.00
Shoveling turnings	18.00 to	19.00
Low phos. plate	87.00 to	88.00
Electric furnace bundles	76.00 to	77.00
Galvanized bundles	73.00 to	74.00

Cleveland

Brokers buying prices per gross ton on cars		
No. 1 hvy melting	\$ 66.00 to	\$ 67.00
No. 2 hvy melting	60.00 to	61.00
No. 1 dealer bundles	93.00 to	94.00
No. 1 factory bundles	99.00 to	100.00
No. 2 bundles	39.00 to	40.00
No. 1 busheling	88.00 to	89.00
Machine shop turnings	17.00 to	18.00
Shoveling turnings	21.00 to	22.00
Cast iron borings	22.00 to	23.00
Cut structural & plates		
5 ft and under	78.00 to	79.00
2 ft and under	101.00 to	102.00
Low phos. punchings plate	101.00 to	102.00
Foundry steel, 2 ft and under	59.00 to	60.00
No. 1 RR hvy melting	67.00 to	68.00
Rails, 2 ft and under	99.00 to	100.00
Rails, 18 in. and under	101.00 to	102.00
No. 1 machinery cast	84.00 to	85.00
Mixed cast	51.00 to	52.00
Stainless		
18-8 bundles	495.00 to	505.00
18-8 turnings	295.00 to	305.00
430 bundles	120.00 to	130.00

Buffalo

Brokers buying prices per gross ton on cars		
No. 1 hvy melting	\$ 60.00 to	\$ 61.00
No. 2 hvy melting	50.00 to	51.00
No. 1 busheling	85.00 to	86.00
No. 1 dealer bundles	87.00 to	88.00
No. 2 bundles	29.00 to	30.00
Machine shop turnings	13.00 to	14.00
Mixed borings and turnings	13.00 to	14.00
Shoveling turnings	19.00 to	20.00
Cast iron borings	27.00 to	28.00
Low phos. plate	83.00 to	84.00
Structural and plate		
2 ft and under	84.00 to	85.00
Rails, 2 ft and under	89.00 to	90.00
Scrap rails, random lgth	67.00 to	68.00
No. 1 machinery cast	77.00 to	78.00
No. 1 cupola cast	71.00 to	72.00

St. Louis

No. 1 hvy melting	\$ 72.00 to	\$ 73.00
No. 2 hvy melting	62.00 to	63.00
No. 1 busheling	89.00 to	90.00
No. 1 dealer bundles	92.00 to	93.00
No. 2 bundles	61.00 to	62.00
Machine shop turnings	17.00 to	18.00
Shoveling turnings	21.00 to	22.00
Cast iron borings	26.00 to	27.00
No. 1 RR hvy melting	82.00 to	83.00
Rails, random length	82.00 to	83.00
Rails, 5 ft and under	91.00 to	92.00
RR specialties	83.00 to	84.00
Cupola cast	68.00 to	69.00
Stove plate	42.00 to	43.00
Heavy breakable cast	89.00 to	90.00
Steel car wheels	92.00 to	93.00
Rerolling rails	105.00 to	106.00
Unstripped motor blocks	60.00 to	61.00

Birmingham

No. 1 hvy melting	\$ 72.00 to	\$ 73.00
No. 2 hvy melting	67.00 to	68.00
No. 1 dealer bundles	72.00 to	73.00
No. 2 bundles	46.00 to	49.00
No. 1 busheling	72.00 to	73.00
Shredder scrap	88.00 to	89.00
Machine shop turnings	28.00 to	29.00
Shoveling turnings	37.00 to	38.00
Cast iron borings	34.00 to	35.00
Electric furnace bundles	68.00 to	69.00
Electric furnace, 3 ft and under	74.00 to	75.00
Structural and plate, 2 ft	91.00 to	92.00
Structural and plate, 4 ft	84.00 to	85.00
No. 1 RR hvy melting	84.00 to	85.00
Scrap rails, random lgth	77.00 to	78.00
Rails, 2 ft and under	94.00 to	95.00
Angles and splice bars	86.00 to	87.00
No. 1 cupola cast	82.00 to	83.00
Unstripped motor blocks	74.00 to	75.00

Cincinnati

Brokers buying prices per gross ton on cars		
No. 1 hvy melting	\$ 61.00 to	\$ 62.00
No. 2 hvy melting	55.00 to	56.00
No. 1 dealer bundles	88.00 to	89.00
No. 2 bundles	33.00 to	34.00
Machine shop turnings	13.00 to	14.00
Shoveling turnings	16.00 to	17.00
Cast iron borings	25.00 to	26.00
Low phos. 18 in. and under	89.00 to	90.00
Rails, random length	76.00 to	77.00
Rails, 2 ft and under	96.00 to	97.00
No. 1 cupola cast	70.00 to	71.00
Heavy breakable cast	29.00 to	30.00
Drop broken cast	75.00 to	76.00

New York

Brokers buying prices per gross ton on cars		
No. 1 hvy melting	\$ 38.00 to	\$ 40.00
No. 2 hvy melting	31.00 to	32.00
No. 2 dealer bundles	20.00 to	22.00
Mixed borings and turnings	10.00 to	11.00
Machine shop turnings	4.00 to	6.00
Shoveling turnings	10.00 to	12.00
Clean cast, chem. borings	35.00 to	36.00
No. 1 machinery cast	79.00 to	80.00
Mixed yard cast	50.00 to	51.00
Heavy breakable cast	10.00 to	12.00
Stainless		
18-8 prepared solids	400.00 to	420.00
18-8 turnings	315.00 to	335.00
430 prepared solids	100.00 to	110.00
430 solids	85.00 to	95.00

Boston

Brokers buying prices per gross ton on cars		
No. 1 hvy melting	\$ 49.00 to	\$ 51.00
No. 2 hvy melting	39.00 to	41.00
No. 1 dealer bundles	58.00 to	60.00
No. 2 bundles	32.00 to	34.00
No. 1 busheling	56.00 to	58.00
Shredder scrap	59.00 to	61.00
Machine shop turnings	12.00 to	14.00
Shoveling turnings	18.00 to	20.00
No. 1 machinery cast	72.00 to	77.00
Mixed cupola cast	44.00 to	46.00
Heavy breakable cast	8.00 to	10.00

San Francisco

No. 1 hvy melting	\$ 40.00 to	\$ 42.00
No. 2 hvy melting	34.00 to	36.00
No. 1 dealer bundles	31.00 to	33.00
No. 2 dealer bundles	20.00 to	21.00
Machine shop turnings	8.00 to	9.00
Cast iron borings	8.00 to	9.00
No. 1 cupola cast	80.00 to	82.00

Los Angeles

No. 1 hvy melting	\$ 34.00 to	\$ 36.00
No. 2 hvy melting	26.00 to	30.00
No. 1 dealer bundles	26.00 to	28.00
No. 2 dealer bundles	16.00 to	18.00
Machine shop turnings	7.00 to	8.00
Shoveling turnings	8.00 to	9.00
Cast iron borings	8.00 to	9.00
Electric furnace, 1 ft and under		
Foundry	67.00 to	69.00
No. 1 cupola cast	72.00 to	74.00

Seattle

No. 1 hvy melting	\$ 60.00 to	\$ 62.00
No. 2 hvy melting	51.00 to	53.00
No. 2 bundles	35.00 to	37.00
No. 1 cupola cast	89.00 to	90.00
Mixed yard cast	80.00 to	82.00

Hamilton, Ont.

Brokers buying prices per gross ton on cars		
No. 1 hvy melting	\$ 76.00 to	\$ 77.00
No. 2 hvy melting, cut 2 ft and under	66.00 to	67.00
No. 1 dealer bundles	86.00 to	87.00
No. 2 bundles	58.00 to	59.00
Mixed steel scrap	51.00 to	52.00
Bush new fact prep'd	86.00 to	87.00
Bush new fact unprep'd	69.00 to	70.00
Machine shop turnings	30.00 to	31.00
Short steel turnings	30.00 to	31.00
Mixed borings and turnings	19.00 to	20.00
Cast scrap	90.00 to	91.00

Houston

Brokers buying prices per gross ton on cars		
No. 1 hvy melting	\$ 64.00 to	\$ 65.00
No. 2 hvy melting	54.00 to	55.00
No. 2 bundles	34.00 to	35.00
Machine shop turnings	13.00 to	14.00
Cupola cast	23.00 to	24.00
Shredder scrap	75.00 to	76.00
Cut structural plate, 2 ft and under	83.00 to	84.00
Cut structural plate, 5 ft and under	72.00 to	73.00
Unstripped motor blocks	52.00 to	53.00
Cupola cast	86.00 to	87.00